

CIA letterhead

26 November 1982

STAT

[redacted]  
Deputy Director for Telecommunications  
and Computer Services  
National Security Agency  
Fort George G. Meade, MD 20755

Dear Kay:

When I wrote to you last week and transmitted the word processing information you had requested, I neglected to express my sincere appreciation for the efforts of [redacted] and other members of your organization to make our visit to NSA on 17 November so profitable. Clearly a lot of thought had gone into the preparation of the agenda and the individual briefings and we all found the day most rewarding. Please extend my thanks to Dave and all the others who participated. We look forward to having Dave's successor and a group of associates here at CIA on a reciprocal visit in the near future.

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[redacted]  
Bruce T. Johnson  
Director of Data Processing

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ODP/BTJohnson/pml 4011 (26 November 82)

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CIA letterhead

23 November 1982

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Deputy Director for Telecommunications  
and Computer Services  
National Security Agency  
Fort George G. Meade, MD 20755

Dear Kay:

Attached, as promised, is a copy of the RFP for our standard word processor, or rather, our family of standard w/p's. Data sheets on the equipment successfully offered by Wang Laboratories are also attached.

Key dates in the process were as follows:

- Requirements Definition and RFP Initiated - 1 April 1981
- RFP Released - 23 November 1981
- Proposals Received - 1 February 1982
- Contract Award - 5 May 1982
- Initial Delivery - August 1982

Pricing information is considered proprietary by Wang, so I must request that you use the following price comparisons with appropriate caution:

WANG

TEMPEST Word Processing  
Cost Comparisons

	<u>GSA</u> <u>SCHEDULE</u>	<u>CIA</u> <u>CONTRACT</u> <u>PRICE</u>
CONFIGURATION 1 (1 workstation, 1 printer, CPU, and floppy disk)	\$ 18,240	\$ 8,873

CONFIGURATION 2 (2 workstations, 1 printer, CPU, and hard disk)	36,576	14,596
CONFIGURATION 3 (3 workstations, 1 printer, CPU, and hard disk)	42,432	17,116
CONFIGURATION 4 (Office Information System: 10 workstations, 3 printers, and 2 large hard disks)	120,288*	64,575**

\* Price of Non-TEMPEST equipment.

\*\*Additional workstations can be attached up to 20 at \$2,730 each.

Those initially responding to our invitation to bid (an invitation that went to over 70 vendors) were:



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If we can be of further help in your evaluation of approaches to this pervasive problem of office automation please let me know.

/s/   
Bruce T. Johnson  
Director of Data Processing

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Attachments: a/s

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